

MARINER MEDICAL, MARITIME CLINIC INTRODUCTION SCRIPT, ver2f for AVA

Hello! This is Ava. I hope you will allow me about 9 minutes to introduce you to the Mariner Medical plan, to launch a maritime clinic that will provide affordable, women's reproductive and other health care that will be as comprehensive as that provided by comparable land-based clinics. This is a response to the restrictions of US Gulf State governments, including policies that extend well beyond outright abortion bans, and remain even after state constitutional amendments. The result is that the health, and the very lives, of women in these states is endangered, as is the well-being of their entire families. .

With the proposed host ship's 5000-mile cruise range, and with the transport of provisions and people to and from it to be only via high-speed ferry, the offshore operations are ensured to be safe and secure, by confining operations to the international waters of the US Gulf, except for refueling and some reprovisioning and periodic down-time in Tampico Mexico. Comprehensive service is expected to be convenient to almost the entire gulf population, from Fort Myers Florida to Brownsville Texas, that is within 2 hours of the coast. This scenario is based on a presumption that an option of a maximum 2-hour drive & half-hour ferry-ride to a modern clinic, for affordable, comprehensive & confidential health care, together with a relaxing day on a classic cruise ship, is preferable to a costly, multiday trip to a distant state's clinic, for more expensive, more limited and not fully confidential care. .

Careful planning included locating ten approximately evenly spaced offshore service venues along the coast, that are each about 12 miles offshore of a ferry-capable port. This will facilitate access to the ship, which will transit overnight, from most of those venues to an adjacent one, so as to be ready for services there, early the next day, while also facilitating day excursions to the coast, by the retail cruise guests. It will also facilitate 2 visits to almost all venues, during each repeating 21-day itinerary of 2200 miles. With the clinic being merely a ship tenant, registered as an independent entity in corporate secrecy Bermuda, operations restricted to international waters and records encrypted to secure them from theft or seizure, the operations, staff and patients will be beyond US & State government or third-party control, except for international safety mandates that apply to all ships, in all waters, that have more than 11 persons onboard. .

Furthermore, the proposed host ship already is, or can affordably be made to be, both environmentally and IMO compliant. And, it is US-built, registered and owned, and will have an American maritime crew. That makes it virtually the only available, affordable and appropriate-size vessel in America, that complies for exemption from the Jones-Act and other regulations that prohibit foreign vessels from servicing serial US ports, even if they never actually enter the ports. .

Resembling a large yacht, the clinic's proposed host is an existing but fully rehabbed small classic cruise-ship, with 100% exterior cabins. The clinic will be adjacent to this ship's sparkling restaurant, with a super-comfortable, multi-purpose ship lounge one deck higher, and a spacious top sun-deck with a bar, lounge chairs, fishing-equipment, kayaks and other water-sports gear available. A separate onboard operation, serving up to about 80 retail cruise guests and with its own crew of 45, will handle all hospitality and technically-complex maritime obligations for the clinic, saving it extreme effort and expense. This will leave basic S T C W maritime certifications, internationally mandated even for non-maritime shipboard workers, as the clinic's only non-medical obligation. .

Patients and guests will enjoy meals prepared by talented, culinary graduates and patients will have access to all ship amenities during their day on-board. Patient day-fees will be inclusive of the full exam, pap & other tests, mammogram and outside lab consultations, in addition to those meals and amenities. Excluding other services, the only other cost will be \$60, for the high-speed-ferry round-trip, snacks & beverages, charged because the ferry is a completely separate entity from the clinic operation. .

The clinic staff of 18, will include an equal number of 6 doctors and nurses, plus lab and other workers. The clinic facilities will consist of seven exam, surgical procedure and recovery rooms; plus a lab, office, pharmacy, mammography, waiting, staff-break and store-rooms, plus staff quarters. At least 6 patients at once will be able to be accommodated on board, for up to a one week stay, if their post-procedure condition or other reason warrants it. Additional services will include sonograms & hysteroscopy, the dispensing of contraceptives and vaccinations, and providing 2 or more early-trimester or other surgical procedures, per day, in each of 2 ambulatory surgical rooms, and even potentially male health services. .

To ensure their privacy & security, patients may only initially engage the clinic for the mandatory Well Woman exam, and or a recreational day at sea. Though freely available is appropriate, only when onboard can a doctor and the patient approve of controversial services. Based on capacities, transit and other down-times, clinic operations will be over 5 days a week, and at least 21 days per month. With a daily capacity of about 80 patients, including follow-up visits, that equates to about 22,000 annual 90 minute appointments. That may sound like a lot, but it's less than 10% of the estimated need within the proposed service area. Thus, demand for the clinic's service is sure to exceed its capacity.

It is instructive to compare Mariner Medical to the Mercy-Ship floating clinics, whose medical staffers work for free (and also must contribute to their own room and board). In addition, the larger Mercy-Ships handle less than one third of the anticipated annual Mariner Medical patient-load, but have an operating budget at least 5 times larger than that projected for Mariner Medical. In comparison, Mariner Medical staff incentives will include compensation exceeding average US maritime wages, plus a generous allowance toward the cost of their uniforms, travel and their mandated certifications. They'll have paid off-ship excursions on some of their days-off and will receive a bonus for successful contract-completion. Plus, during their 6-month contracts, staffers' average workdays will be less than 9 hours, (far below the maritime average), and they'll enjoy the same room, board and amenities as Retail Cruisers. .

This proposal is the result of over a year of extensive research and analysis. Rather than just structuring creative financing, the planning process had to deal with each challenge's solution bringing multiple new complications. This tedious cobra chain was like a game of whackamole. But, this intensive forensic planning was needed, to avoid the failure of similar well-intentioned, but rushed and flawed proposals, whose more than double implementation cost was not feasible. They also would not have serviced as large a region, and were not structured specifically to be attractive to investors, promoters, operators or patients. The means for them to actually operate in compliance with international maritime law, while still being safe and secure from third party intervention was not determined. Nor did solve how to overcome dozens of other complications, including that the Texas and Florida offshore state limits are nine miles, not the three miles of other coastal states. Importantly, since patients can't be picked up in port, not devising the means to overcome the most dangerous of maritime activities, that of ship to ship patient or personnel transfers, is a guarantee of failure of any other proposal. .

As a result of this farsighted planning, Mariner Medical's comprehensive strategy, synergistic team, state of the art facilities, classy fully-certified ship and company-owned high-speed ferry, will facilitate more comprehensive and affordable service than land-based clinics provide. And it will do so safely and confidentially, and profitably but affordably, together with those competitive staff wages and incentives, as well as significant commissions, interest and returns, or profits for successful promoters, lenders, investors and the clinic and maritime operators. Plus, the associated classic retail cruise service, to the entire gulf coast, is something currently unavailable in the region. While the clinic strategy was designed to be attractive to a profit-oriented medical operator, the clinic could be run as non-profit, if the operator has the wherewithal to source the necessary contributions. If excluding Florida is ever appropriate, 50% more itineraries of 14 days each, for the smaller service area, would be facilitated. If ever appropriate, general medical-surgical service could be extended to the coast of Central & northern South America, where such service is limited. Or, the ship could affordably revert back to 100% retail cruising, if appropriate. This flexibility should ensure a good return on the investment under any future scenario. .

The operators will be handed turn-key modern facilities without a large initial capital investment. and most engagement fee will be loaned back as initial operating reserves. The complete operation start-up and out-fitting can be accomplished within 60 days of initial capitalization. Profitability is expected within 6 months and the anticipated pre-tax income of all operations, capitalized at 8.5%, imputes a total enterprise value of 2 to 3 times the initial project cost. .

If I've peaked your curiosity, please register for more information. Whether as a promoter, investor, lender or operator, we hope you'll help to get this vital service on the water! That's it for now. Thanks for your kind attention!